Last year was a period of transition which saw us become the regional, exclusive distributor of the tried and trusted Metso brand and at the same time, gave extra emphasis to our spare parts and components business. The latter has yielded significant growth in what is now a key market as well as providing the energy to drive a significant improvement in service levels.

The developing relationship between ourselves and Metso has undoubtedly been a highlight of the past 12 months and the brand has impressively accounted for a high proportion of spare parts business and new business sales.

Metso has already indicated that as our principal supplier, it is equally pleased with our performance as southern African distributor and has expressed its satisfaction at the success we have achieved, especially in the sale of static machinery.

Their support both technical and sales, is excellent, which has encouraged several highly-experienced operators to replace aging crushers in their plants with new Metso products.

These have integrated perfectly with equipment supplied by a variety of OEMs, resulting in increased up time and significant gains in plant productivity.

Feedback from customers tells us that they regard Metso technology partnered with the Pilot Crushtec® service as the ideal solution to customer’s requirements for efficient aggregate production, an opinion that is demonstrated in recent multiple sales of cone and jaw crushers and steady growth in the sale of Metso mobile scalpers and screens.

Service has always been a major priority, and in the capital equipment business, it has become an individual science that requires customer specific solutions. This is a concept that we have been quick to embrace, and on page 4 you can see that we have invested a great deal of time and money in putting into place effective structures and strategies to provide our customers with a 21st century, world-class aftermarket experience.

Prior to the decline in world mineral and capital markets we invested heavily in the development of our own products for use in specialist markets. These efforts have ultimately been rewarded as signs of at least a partial return to economic normality, have reopened the doors to export markets.

Our TwisterTrac® VS350 tracked vertical shaft impact crushe had already achieved significant sales in Australia prior to the downturn. Times are showing signs of change as – following a hiatus in sales activity – our Australian distributor has already reacted to an upswing in road developments by taking delivery of three of these advanced models for use in aggregate production – with strong potential for more to come.

Heading even further south, customers in New Zealand (essentially a new market for us) recently bought a RubbleBuster® SR500s and a Pilot Modular® BR0605 horizontal impact crushers which will also be used in road construction and material recycling projects.

This represents yet another industry first to have been conceived and built in the Jet Park facility, and customers are welcome to view our display model from August.
Friends,

We are thrilled to once again get our Crushtec Chronicle back into circulation after the challenges of the past 3 years caused a shift in priorities, from building to survival.

The ancient quote that “the only constant in life is change” could not be more appropriate for modern mankind and the current times. Business disruptors, political changes, booming and crashing industries and the daily changes, we especially here in South Africa, have to deal with make our days interesting, challenging, stressful and uncertain. Never a dull moment.

In Pilot Crushtec’s 27th year of business, the biggest change has been our very welcomed partnership with Metso, the world leader in our industry. Although the timing of this was not perfect, the opportunity to partner with the world’s best products made our decision process very simple and very fast. Whilst this change has caused some challenges for our customers, the benefits already experienced by both ourselves and our customers has far outweighed the challenges. The market reaction has been phenomenal and after just one year into our partnership, we take pride in the positive feedback from all our existing and new customers.

We continue to adapt and evolve and are very confident that our mission statement of Best Sales Experience, Best Products and Legendary After Sales Support is being witnessed on a daily basis.

Thanks to our staff, Metso and our fantastic existing and new customers, we experienced satisfactory growth in our past financial year and based on the first months of this year, we expect to grow at a faster rate in 2017/2018.

We look forward to continuing our strong relationships and look forward to featuring your Metso successes in future editions.

Genet Mineral Processing doubles up on DoppiaTrac®

Genet Mineral Processing has a reputation for forming strategic alliances with industry associates which – in the case of Pilot Crushtec International – led to the development of a highly successful product, the DoppiaTrac DR400 double roll mobile crusher.

The process began five years ago, when Genet Mineral Processing made a request for us to build a mobile crusher to process coal destined for Eskom power stations. The industry standard was to use static skid-mounted machines, but they identified the need for greater flexibility, hence the call for a product that became, and still is, an industry first.

“Genet Mineral Processing originally asked us to produce a mobile tracked chassis for one of its roll crushers. This led to the first DoppiaTrac - a machine that has given them more than 17,000 reliable hours,” says CEO Sandro Scherf.

The open-pit mining specialist recently came full circle by taking delivery of the latest specification DoppiaTrac DR400, which is already paying its dues in the Witbank coalfields.

Producing coal for Eskom is not just a question of volume, quality is a major factor.

“Eskom requires a <50mm coal product with a prescribed and strictly enforced minimum of fines which is where the DoppiaTrac comes into its own. Traditional jaw and impact crushers process material using extreme physical actions that unavoidably produce large volumes of fines material.

The DoppiaTrac’s spiked twin rollers create a crusher curtain, cutting coal rather than crushing and thus reducing the production of fines in the finished product,” says Design Office Manager Dawie Scholtz.

Genet Mineral Processing Operations Manager, Willie Humphries, is delighted with the performance of his new crusher.

“It’s working 100% trouble-free and is currently producing in-spec coal at a rate of 250 tonnes an hour, sometimes for up to 24 hours at a stretch,” reports Willie, adding that his new machine comfortably delivers between 40,000 and 50,000 tonnes a month.

IN-PIT CRUSHING SOLUTIONS

Open-pit mining has its own unique dynamics, which favour the utilisation of mobile crushing equipment. Seasonal changes can affect the stability of highwalls and heavy rains may flood sections of a pit which may halt mining while equipment is moved to a more stable area. Open-pit operations are continually being developed and some mines operate multiple pits. Moving static equipment is both time-consuming and expensive which is why several other contractors have also opted for the DoppiaTrac to provide their own in-pit mobile crushing solutions.

The Pilot DoppiaTrac DR400 double roll mobile crusher producing in-spec coal by Genet Mineral Processing

A DoppiaTrac DR400 offers in-pit mobile crushing solutions
Sandco puts recycling onto a professional footing

The role of recycling in the South African economy remains relatively insignificant in comparison with the part it plays in converting waste back into usable raw materials in Europe and North America. Apart from being regarded as both environmentally and socially responsible, it is a major industry in its own right – something that has not gone unnoticed by wide awake local entrepreneurs.

A case in point is Sandco Pty Ltd, which specialises in land rehabilitation and the large-scale recycling of building waste. Partners Fred Spreenzel and Clint Rodwell have combined their individual areas of expertise to motivate an operation which now has 30 employees as well as three state-of-the-art products, supplied by Pilot Crushtec International.

The fleet currently extends to a Metso Lokotrack®2.8™ mobile scalper, a Metso Lokotrack®™ mobile screen and a Rubble Master® RM70 GO! tracked impact crusher. The fleet currently extends to a Metso Lokotrack®2.8™ mobile scalper, a Metso Lokotrack®™ mobile screen and a Rubble Master® RM70 GO! tracked impact crusher.

The East Rand-based operation has already processed tens of thousands of tonnes of rubble from its own site as well as incoming truckloads of waste material supplied by building contractors operating east of Johannesburg.

Clint, who trained as a horticulturalist before gravitating to demolition, site clearance and plant hire, runs a tight ship ensuring that all aspects of the operation run smoothly. Not only the internal crushing, screening and materials handling processes, but the flow of traffic, trucks coming in with material for dumping and outgoing loads en route to builders and hardware merchants carrying a variety of freshly processed materials.

“Transport costs are a big factor in the building and civil industries and it is vital that we provide our customers and suppliers with rapid turnaround times as an extra load a day can make a very big difference to their operation. It is not unusual for us to work extra shifts to keep customers supplied with uninterrupted flows of material,” says Clint.

Current products on offer, and very much in demand, include 6S, 6J, 6G, 6B and 6G9 material, varieties of building sand and builder’s blend mix of aggregate and fines. All grades are laboratory checked to ensure that they fully conform to legal specifications.

When it came to selecting plant for the new enterprise, Clint explains that for Sandco, Sandro Scherf was the logical person to talk to.

“Fred and Sandro go back a long way from the days when Fred started Benoni Sand. Sandro recommended the most suitable equipment for the applications we bad in mind, and his guidance has been faultless. Our experience has shown the Metso reputation for quality and reliability to be fully deserved and the Rubble Master is the perfect machine to produce saleable recycled material.”

When one of our machines is seen as the product of choice for a specific application it’s quite a compliment. When the application takes place 12 000 kilometres from Jet Park – that’s an accolade!

The TwisterTrac® VS350 tracked VSI crusher has carved out an impressive niche for itself among the roadbuilders of Australia. Close to 20 of these are now in operation following the sale of some 10 previous version AC210s exported to Australia over the past decade.

“Based on the success of the AC210 and following a need for a bigger capacity crusher, our project team was convinced that there was considerable potential for high capacity, simplified VSI crushere in countries like South Africa and Australia, where road transport is not only an economic essential but involves highways extending over many hundreds of kilometres,” says Sandro Scherf.

While mobile jaw and cone crushers were available to handle high volumes, there was an obvious need for a tertiary tracked crusher that would keep pace with the tonnages they produce.

They explained that simplicity was key. Plant hire plays a major role in the business of building roads in Australia and ease of service and free access to key components were top of the list of priorities, closely followed by clearly identifiable electrical control systems. A short phone call that can identify and fix a minor problem is also a massive plus when you’re a few hundred kilometres from base.

Design Office Manager, Dawie Scholtz, explains the reasons behind the VS350 establishing a market for itself on the Australasian continent.

“Rock in Australia and South Africa is much harder than European equivalents, so it’s much more difficult to form the cube-shaped product essential for road building aggregate and at the same time delivering sufficient quantities of fines for backfill. A higher capacity machine was required and whilst we were reviewing the design, we used the opportunity to revisit many aspects that caused challenges in the field.

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A bigger engine, a CAT C15 was used, the hydraulic pumps were moved to an exterior position to allow simpler access, the engine was moved to make servicing easier and to reduce fuel consumption and wear on the rotor.”

Dawie adds that the model name VS350 refers to the product’s prodigious output with throughput volumes exceeding 350 tonnes per hour.

An initial batch of TwisterTrac VS350s was supplied to our Queensland distributors and put to good use in road repair projects following the calamitous floods of 2011. The largest pair of machines shipped in December and January will initially be used in the Warrego Highway project – an upgrade of the 796-kilometre corridor linking the Gold Coast to the interior.
STOP PRESS! Pilot Modular® introduces the MaxiScalp 600, an industry first

Pilot Crushtec has introduced an industry first: a static scalper that will integrate into its popular range of semi-mobile crushing and screening products.

Design Office Manager, Dawie Scholtz, explains that the concept for the MaxiScalp 600 born out of the relatively expensive operating costs of diesel-hydraulic driven, tracked mobile units. Many users do not require high mobility which drove us to design a semi-mobile electric driven unit which substantially reduces the operating and servicing costs compared to diesel-hydraulic units.

“We anticipate that the MaxiScalp 600 will become the machine of choice for customers processing sticky materials, especially those who work throughout the rainy seasons in parts of central and southern Africa. Its robust design and manufacture ensures it can handle large feed sizes at high volumes”.

“The heavy-duty apron feeder permits loading by a front end loader or excavator and the double deck scalping screen provides three sizes of product. It has been designed to accommodate a feed size of up to 600mm and the anticipated output is up to 600 tonnes per hour. The skid-mounted machine can be supplied with many different screen media options: including grizzly bars, punch plate, Rapid Grizzly tines and mesh. Electrically powered, it can be operated via direct connection to the grid or using Genset in more remote locations.”

Expected to be used in applications as diverse as alluvial diamond gravel screening to remove large rocks prior to downstream processing and in building rubble recycling operations to remove sticky waste soils, the diversity of the MaxiScalp 600 will find applications in mining, quarrying, construction and recycling applications all over southern Africa.

Dawie and his team are assisting our workshop personnel to assemble the first MaxiScalp 600, and it will be ready for viewing by August.

Our sales engineers are fully briefed on new product developments so they can in turn keep our customers aware of new offerings in the pipeline. Their initial feedback is that the MaxiScalp 600 is a product with a great future!

Aftermarket care is our first priority

Our concern over the importance of providing world-class aftermarket service has been underlined by the formation of a dedicated aftermarket division. The department, which came into being just under a year ago, is responsible for every aspect of customer care – from installation and commissioning right down to the supply of spares, even for machines that have already been in service for many years.

According to our Director of Customer Support, Jorge Abelho, the division is responsible for a wide variety of functions, all of which bring us closer to our customers, with regular contact and communications being a major priority.

“Our main focus is dealing with the people on site and in the case of new customers our work begins when a machine has been delivered. We are responsible for installation and commissioning, operator training, warranty claims and administration as well as ensuring that the customer is well equipped with essential wear parts at all times.”

The goal is to be proactive, which is why a team of designated aftermarket sales engineers will be responsible for calling on customers on a regular basis.

“Our job is to ensure that the customer operates a healthy machine that will maximise output and minimise operating costs per tonne. Their role includes helping to plan and forecast spares requirements and stock levels and, using their own in-depth experience, give practical advice on how to get the very best performance from the product.”

Wayne Kruger supports Jorge as Aftermarket Manager and is uniquely qualified for the role having gained many years of experience in contract crushing, operations and site management, and marketing Metso products at Barloworld prior to joining Pilot Crushtec International.

In other words, he knows exactly what it’s like to be a customer and what a customer needs and expects in what is undeniably a high-pressure business. He also believes that we are well-positioned to deliver the goods.

“This is a flexible company and, unlike many corporate structures, we have decision-makers who act fast which gives us a significantly better chance of getting things right first time.”

The Institute of Quarrying’s (IQSA) 48th annual conference and exhibition was held at The Coastlands Hotel and Convention Centre in Umhlanga, Durban on the 20th and 21st of April.

With access to approximately 200 industry delegates, who attended the Conference and Exhibition, this was an excellent forum and opportunity for Pilot Crushtec to ascertain new developments in the industry, to discuss relevant issues, concerns and improvements in the industry, as well as network with existing and potential customers. This platform was also used to announce the launch of Metso’s new MX4 cone crusher.

Pilot Crushtec International attends the IQSA 2017

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